

TROOP SUPPORT

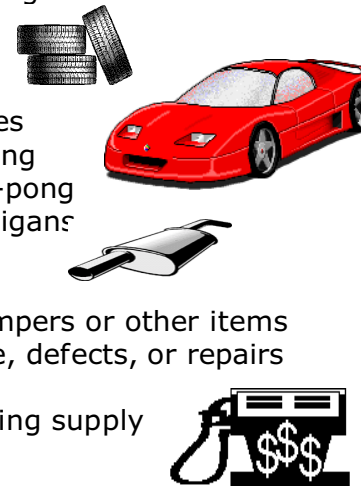


Do-it-yourself Car Deal Uparmoring ...

Half of all new car buyers fail to obtain the manufacturer's invoice price and negotiate the dealers mark-up (J.D. Powers & Associates, 2000). And few even consider negotiating the manufacturer's profit, often paying thousands more for automobiles.

- ☛ **"Asphalt Nation: How the Automobile Took Over America, and How We Can Get it Back"** by Jane Holtz-Kay
- ☛ **"Buying A Car For Dummies"** by Deanna Sclar
- ☛ **"How to Out Negotiate Anyone: (Even A Car Dealer)"** by Leo Reilly
- ☛ **"Auto Repair For Dummies"** by Deanna Sclar
- ☛ **"Green Guide to Cars and Trucks"** by ACEEE (American Council for an Energy-Efficient Economy), 1001 Connecticut Ave., NW, Suite 801, Washington, DC 20036 <www.aceee.org>
- ☛ **"The Complete Idiot's Guide to Buying or Leasing a Car"** by Jack R. Nerad
- ☛ **"Car Buyer's and Leaser's Negotiating Bible"** by W. James Bragg
- ☛ **"How to Buy or Lease a Car Without Getting Ripped Off"** by Pique Lyle
- ☛ **"Dealing With the Dealer"** a report by Consumer Reports.
- ☛ **"Prevasive Prejudice"** by Ian Ayres
- ☛ **"Don't Get Taken Every Time You Buy A Car"** by Remar Sutton
- ☛ **"Divorce Your Car"** by Katie Alvord
- ☛ **"Everything Women Always Wanted to Know About Cars"** by Lesley Hazleton
- ☛ **"The Betsy"** by Harold Robbins
- ☛ **"Lease Your Car For Less"** by Richard L. Kaye
- ☛ **"Rivthead: Tales From the Assembly Line"** by Ben Hamper
- ☛ **"What Auto Mechanics Don't Want You To Know"** by Mark Eskeldson
- ☛ **"High and Mighty: SUVs – The World's Most Dangerous Vehicles and How They Got That Way"** by Keith Bradsher
- ☛ **"What Car Dealers Don't Want You To Know"** by Mark Eskeldson
- ☛ **"Car Buyer's and Lessors Negotiating Bible"** by W. James Bragg
- ☛ **"The Lemon Book"** by Ralph Nader and Clarence Ditlow
- ☛ **"Lease Your Car For Less"** by Richard L. Kaye
- ☛ **"The Complete Car Cost Guide"** by Peter Levy of IntelliChoice (800) 227-2665
- ☛ **"Auto Insurance Handbook"** by Consumer Reports
- ☛ **"The Car Book"** by Jack Gillis
- ☛ **"The Insider's Guide to Buying a New or Used Car"** by Burk and Stephanie Leon (Includes Internet Information)
- ☛ **"How To Buy A Car"** by James R. Ross
- ☛ **"Little Secrets of The Automobile Industry: Hidden Warranties"** by Clarence Ditlow and Ray Gould
- ☛ **"In The Driver's Seat"** by W. James Bragg
- ☛ **"What's Wrong With My Car?"** by Bob Cerullo
- ☛ **"The World's Most Complete Auto Troubleshooting Guide"** by Alden G. Zimmer
- ☛ **"The Answer: Getting More and Paying Less for Auto Service"** by Jeff Shumway
- ☛ **"Lucille's Car Care"** by Lucille Treganowan
- ☛ **"Keys to Vehicle Leasing"** from Publications Services, MS-127, Federal Reserve Board, Washington, DC 20551 (202) 452-3244.

Car Deal Trick\$ to Avoid:

- Lemon laundering
 - Grounding
 - Curbstoning
 - Double dipping
 - Inflating invoices
 - Flipping & turning
 - Customer ping-pong
 - Service shenanigans
 - Deal packing
 - Siphoning fuel
 - Removal of bumpers or other items
 - Hidden damage, defects, or repairs
 - System selling
 - Artificially shorting supply
 - Highballing
 - Lowballing
 - Selling overlapping extended warranties
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There is no excuse for getting taken for a car deal ride. Unless you want to...

Are your students,
charges, or troops
Mission Ready?

This resource list brought to you as a community service by:

AutoBuyology.org©

A value additive for
your employee
financial aid binder.

A free online auto consumer educational resource - www.autobuyology.org